

FAC66 Bidders' Forum Questions and Answers

Question	Answer
What does the term "emergency delivery" refer to?	The term refers to situations where the Eligible Entity requires that products be delivered by a deadline significantly shorter than what is expected under the contract, and where significant additional effort is required from the Contractor to meet that deadline.
The Business Reference Form requires information on entities to which the bidder "supplied similar products on a similar contract." Is information on purchasers who did not sign a contract but placed individual orders acceptable?	Yes, provided multiple orders were placed and the total value of the orders exceeded \$5,000 over a period of 24 months prior to the due date of this RFR.
Where do I provide information on value-added services provided by my company?	See Amended Attachment A.
Could we provide a different PPD for each category we are bidding?	No.
Regarding the Affirmative Market Program (AMP). Could AMP partners be non-Massachusetts companies?	Yes.
Could multiple AMP partners be submitted with the response?	Yes. A separate AMP form must be submitted for each AMP partner. If multiple AMP partners are being submitted, please copy and paste the AMP Form within Attachment A. SOMWBA Certification Letters and (if applicable) subcontracting agreements must be submitted for each AMP partner.
What if our business model does not allow subcontracting?	Create an ancillary AMP relationship.
Where can I provide information on soil analysis lab pricing?	See amended Market Basket sheet for Category 6. The pricing must be submitted as a percentage markup over lab charges. Bidders' pricing should be informed by the fact that soil testing services are available on another statewide contract, FAC60, Environmental Diagnostic and Testing Services.
What if our company provides interpretive/consulting services?	Any data interpretation needed for the contractor to offer one or more appropriate products or services to the Eligible Entity (e.g. interpretation of soil testing results) must be included into product pricing. Bidders may charge for additional formal consulting and educational services, including but not limited to writing a plan for a facility's transition to organic lawn care, and staff training outside of normal instructions for product use. Such formal consulting and educational services

	are distinct from informal product selection or use advice. A written consulting and/or training proposal (detailing, at a minimum, the scope of services, deliverables and estimated charges) must be provided by the Contractor and accepted by the Eligible Entity before the Contractor is allowed to charge the Eligible Entity for such services.
The market basket forms are asking for a discount off the price list or manufacturer's suggested retail price. What if we do not offer such a discount?	Please enter the discount as 0% if no discount is offered.
Are we being asked to submit our full catalog with the bid?	No.
Nurseries often provide discounts for stock ordered early in the season. How can I enter such a discount?	The Category 2 Market Basket form, Section "Discount(s)," includes a line that says "Other (if any, specify)." Bidders may replace the words "Other (if any, specify)" with the name of such other discount and provide details in the same row of the table. Additional lines may be inserted if multiple other discounts are offered.
Are the delivery rates on the Market Basket sheets going to be fixed for the initial duration of the contract and then renegotiated?	The delivery rates in the Market Basket sheets represent the maximum delivery rates fixed for the initial duration of the contract. Contractors will be allowed to offer lower rates based on the specific order size, carrier and delivery time frame.
What kind of products go into Category 8?	See the Product Category Specifications document for examples of Category 8 products.
Does the contract provide for a price preference for Massachusetts-grown nursery products?	Contrary to what was stated at the Bidders' Conference, the contract indeed does provide for such a preference. See Amended RFR Section 3.2.2, Agricultural Products Preference.
What kind of products can one bid in category 8?	See Product Category Specifications for that category.
Under category 1. Golf & Athletic Seeds, it looks like there is a double entry on the worksheet for Shade Mix. Also, the word "shade" and line under Creeping Bentgrass should be removed. You may want to add "other" under Pennliks II Bent, in case there are one or two other varieties that some one would like to list.	See amended Price Sheet for the category.
Please disregard the last two comments. I did not see the information in the Product Category Specifications, until now. However it should say 80 percentile. The statistical differences between the top 10% and the top 80% can be minuet and quality varieties could be discarded if you base it on 50 percentile.	See amended Product Category Specifications.
please add: or similarly recognized test results	See Product Category Specifications.

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There is no specified level of quality with regards to grass seed: I suggest that all varieties specified for the contract must be in the top 80% of the mean for overall turf quality, of the most geographical similar (such as MI, WI, RI, NH, MA) NTEP trials for each species. Otherwise a bidder could be specifying poor quality seed or a good performer in CA but not for the New England Climate. The contract should also note that all awarded contractors will be subject to random sampling and genetic testing by OSD to insure quality compliance.	See Product Category Specifications.